

Amendments to the Claims

This listing of claims will replace all prior versions and listings of claims in this application.

Listing of Claims:

1. (Original) A method for determining whether to attempt to sell an offering to a potential client, the method comprising:
determining a set of criteria questions identified as being important in determining whether to attempt to sell the offering to the potential client;
determining a set of possible answers to each of the criteria questions;
assigning a respective criteria question weighting factor to each criteria question;
assigning an answer weighting factor to each potential answer for a respective criteria question;
determining answers to each of the criteria questions; and
calculating a qualifying score.
2. (Original) The method as recited in claim 1, wherein the answers to at least some of the criteria questions are determined via user input.
3. (Withdrawn) The method as recited in claim 1, wherein the answers to at least some of the criteria questions are determined by referencing a database of potential customer information.

4. (Withdrawn) The method as recited in claim 3, wherein a user may override answers supplied from the database of potential customer information.

5. (Original) The method as recited in claim 1, wherein the sum of weighting factors for each of the criteria questions equals one hundred percent.

6. (Original) The method as recited in claim 1, wherein a criteria question raw score for a selected one of the criteria questions is calculated by multiplying the answer weighting factor corresponding to the answer selected for the selected one of the criteria questions by the criteria question weighting factor for the selected one of the criteria questions.

7. (Original) The method as recited in claim 6, wherein the qualifying score is calculated by adding each of the criteria question raw scores together.

8. (Withdrawn) The method as recited in claim 1, further comprising:

specifying ranges of qualifying scores and actions to be taken corresponding to each range;

determining the range in which the qualifying score falls;
and

presenting the user with a graphical indication indicating which range the qualifying score falls.

9. (Withdrawn) The method as recited in claim 8, wherein the graphical indication comprises coloring a box containing the qualifying score on a user display with a color which indicates which of the ranges the qualifying score falls.

10. (Original) A computer program product in a computer readable media for use in a data processing system for determining whether to attempt to sell an offering to a potential client, the computer program product comprising:

first instructions for determining a set of criteria questions identified as being important in determining whether to attempt to sell the offering to the potential client;

second instructions for determining a set of possible answers to each of the criteria questions;

third instructions for assigning a respective criteria question weighting factor to each criteria question;

fourth instructions for assigning an answer weighting factor to each potential answer for a respective criteria question;

fifth instructions for determining answers to each of the criteria questions; and

sixth instructions for calculating a qualifying score.

11. (Original) The computer program product as recited in claim 10, wherein the answers to at least some of the criteria questions are determined via user input.

12. (Withdrawn) The computer program product as recited in claim 10, wherein the answers to at least some of the criteria

questions are determined by referencing a database of potential customer information.

13. (Withdrawn) The computer program product as recited in claim 12, wherein a user may override answers supplied from the database of potential customer information.

14. (Original) The computer program product as recited in claim 10, wherein the sum of weighting factors for each of the criteria questions equals one hundred percent.

15. (Original) The computer program product as recited in claim 10, wherein a criteria question raw score for a selected one of the criteria questions is calculated by multiplying the answer weighting factor corresponding to the answer selected for the selected one of the criteria questions by the criteria question weighting factor for the selected one of the criteria questions.

16. (Original) The computer program product as recited in claim 15, wherein the qualifying score is calculated by adding each of the criteria question raw scores together.

17. (Withdrawn) The computer program product as recited in claim 10, further comprising:

seventh instructions for specifying ranges of qualifying scores and actions to be taken corresponding to each range;

eighth instructions for determining the range in which the qualifying score falls; and

ninth instructions for presenting the user with a graphical indication indicating which range the qualifying score falls.

18. (Withdrawn) The computer program product as recited in claim 17, wherein the graphical indication comprises coloring a box containing the qualifying score on a user display with a color which indicates which of the ranges the qualifying score falls.

19. (Original) A system in a computer readable media for use in a data processing system for determining whether to attempt to sell an offering to a potential client, the system comprising:

first means for determining a set of criteria questions identified as being important in determining whether to attempt to sell the offering to the potential client;

second means for determining a set of possible answers to each of the criteria questions;

third means for assigning a respective criteria question weighting factor to each criteria question;

fourth means for assigning an answer weighting factor to each potential answer for a respective criteria question;

fifth means for determining answers to each of the criteria questions; and

sixth means for calculating a qualifying score.

20. (Original) The system as recited in claim 19, wherein the answers to at least some of the criteria questions are determined via user input.

21. (Withdrawn) The system as recited in claim 19, wherein the answers to at least some of the criteria questions are determined by referencing a database of potential customer information.

22. (Withdrawn) The system as recited in claim 21, wherein a user may override answers supplied from the database of potential customer information.

23. (Original) The system as recited in claim 19, wherein the sum of weighting factors for each of the criteria questions equals one hundred percent.

24. (Original) The system as recited in claim 19, wherein a criteria question raw score for a selected one of the criteria questions is calculated by multiplying the answer weighting factor corresponding to the answer selected for the selected one of the criteria questions by the criteria question weighting factor for the selected one of the criteria questions.

25. (Original) The system as recited in claim 24, wherein the qualifying score is calculated by adding each of the criteria question raw scores together.

26. (Withdrawn) The system as recited in claim 19, further comprising:

seventh means for specifying ranges of qualifying scores and actions to be taken corresponding to each range;

eighth means for determining the range in which the qualifying score falls; and

ninth means for presenting the user with a graphical indication indicating which range the qualifying score falls.

27. (Withdrawn) The system as recited in claim 26, wherein the graphical indication comprises coloring a box containing the qualifying score on a user display with a color which indicates which of the ranges the qualifying score falls.